

Application No.: 09/534,170Docket No.: 1268-094**AMENDMENTS TO THE CLAIMS:**

This listing of claims will replace all prior versions, and listings, of claims in the application:

Listing of Claims:

1. (previously presented) A computer-implemented method for optimally suiting a marketing strategy to a potential consumer's personality profile, said method comprising:

(a) collecting emotional orientation information obtained from a potential consumer based on an immediate individual emotional preconscious response of the consumer according to at least one of the following individual emotional orientations: survival type, growth type, relaxation type, and a combination thereof;

(b) storing the emotional orientation information of the consumer in a personal character profile record in a database on a computer memory, wherein the personal character profile record includes a value indicative of the emotional orientation of the consumer, wherein the value is one of a survival type, a growth type, a relaxation type, and a combination thereof;

(c) determining by computer, based on the stored emotional orientation information in the personal character profile record in the database on the computer memory, a predominant tendency of the consumer toward one of the individual emotional orientations;

(d) sorting by computer the character profile record in the database on the computer memory into at least three clusters, wherein each cluster corresponds to a subset of character profile records determined to have a predominant tendency toward one of the individual emotional orientations; and

(e) determining by computer, based on the predominant tendency toward one of the individual emotional orientations of the cluster of the character profile record of the potential consumer, an appropriate marketing campaign directed to the specific cluster including the personal

Application No.: 09/534,170Docket No.: 1268-094

character profile record of the potential consumer having a particular emotional orientation for allowing said appropriate marketing campaign to be conveyed to the potential consumer.

2. (Original) A method according to claim 1 wherein the information is collected by a questionnaire.

3. (previously presented) A method according to claim 2, wherein the questionnaire contains questions relating to the level of disposition of the potential consumer towards survival, growth, and relaxation.

4. (previously presented) A method according to claim 2, wherein the questionnaire is presented to a potential consumer through an interactive medium.

5. (previously presented) A method according to claim 30, wherein the unique features include various colors, sounds, smells, words, and images.

6. (Previously presented) A method according to claim 1, wherein the campaign is presented to the potential consumer by an interactive medium.

7. (Previously presented) A method according to claim 1 wherein the number of clusters corresponds to the possible combinations of low, medium, and high degrees of orientation with each of survival, growth, and relaxation orientations.

8. (previously presented) A computer-implemented method for conducting a matching service between at least two people, said method comprising:

(a) collecting emotional orientation information obtained from a user based on an immediate individual emotional preconscious response of the user according to at least one of the

Application No.: 09/534,170Docket No.: 1268-094

following individual emotional orientations: survival type, growth type, relaxation type, and a combination thereof;

(b) storing the emotional orientation information of the user in a personal character profile record in a database on a computer memory, wherein the personal character profile record includes a value indicative of the emotional orientation of the user, wherein the value is one of a survival type, a growth type, a relaxation type, and a combination thereof;

(c) determining by computer, based on the stored emotional orientation information in the personal character profile record in the database on the computer memory, a predominant tendency of the user toward one of the individual emotional orientations;

(d) sorting by computer the character profile record in the database on the computer memory into at least three clusters, wherein each cluster corresponds to a subset of character profile records determined to have a predominant tendency toward one of the individual emotional orientations; and

(e) determining by computer, based on the predominant tendency toward one of the individual emotional orientations of the cluster of the character profile record of the user, a matching other user according to the cluster of character profile records to which the users have a particular emotional orientation for allowing information on said computer-determined matched other user to be conveyed to the user.

9. (previously presented) A method according to claim 4, wherein the interactive medium includes at least one of an Internet service, telephone, interactive television, and a point-of-sale.

10. (previously presented) A method according to claim 6, wherein the interactive medium includes at least one of electronic mail, direct mail, telephone, interactive television, and a point-of-sale.

11. (Previously presented) A method according to claim 1, wherein the information

Application No.: 09/534,170Docket No.: 1268-094

collected from potential consumers includes at least one of physiological parameters, behavioral patterns, and personality-related parameters about the consumer.

12. (Previously presented) A method according to claim 11, wherein the information collected from potential consumers is collected based on the immediate response of the consumer to a specific stimulus.

13. (Previously presented) A method according to claim 12, wherein the stimulus includes a questionnaire.

14-21. (Canceled)

22. (previously presented) A computer-implemented method for optimally suiting a marketing strategy to a potential consumer's personal profile, said method comprising:

(a) collecting emotional orientation information obtained from a potential consumer based on an immediate emotional preconscious response of the consumer according to at least one of the following emotional orientations: survival type, growth type, relaxation type, and a combination thereof;

(b) storing the emotional orientation information of the consumer in a personal character profile record in a database on a computer memory;

(c) determining by computer, based on the stored emotional orientation information in the personal character profile record in the database on the computer memory, a predominant tendency of the consumer toward one of the emotional orientations;

(d) sorting by computer the character profile record in the database on the computer memory into at least three clusters, wherein each cluster corresponds to a subset of character profile records determined to have a predominant tendency toward one of the emotional orientations;

(e) if the predominant tendency of the emotional orientation of the potential consumer

Application No.: 09/534,170

Docket No.: 1268-094

is a survival type emotional orientation, displaying a marketing campaign directed to a person having a survival type emotional orientation;

(f) if the predominant tendency of the emotional orientation of the potential consumer is a growth type emotional orientation, displaying a marketing campaign directed to a person having a growth type emotional orientation;

(g) if the predominant tendency of the emotional orientation of the potential consumer is a relaxation type emotional orientation, displaying a marketing campaign directed to a person having a relaxation type emotional orientation; and

(h) if the predominant tendency of the emotional orientation of the potential consumer is a combination of emotional orientations, displaying a marketing campaign directed to a person having a combination of emotional orientations.

23. (previously presented) A method according to claim 1, wherein a computer drives the display of the computer-determined marketing campaign to the potential consumer.

24. (previously presented) A method according to claim 8, wherein outputting is performed by a computer driving a display.

25. (previously presented) A method according to claim 22, wherein if the predominant tendency of the emotional orientation of the potential consumer is a survival type emotional orientation, said displaying includes displaying the marketing campaign on a computer-driven display.

26. (previously presented) A method according to claim 22, wherein if the predominant tendency of the emotional orientation of the potential consumer is a growth type emotional orientation, said displaying includes displaying the marketing campaign on a computer-driven display.

Application No.: 09/534,170

Docket No.: 1268-094

27. (previously presented) A method according to claim 22, wherein if the predominant tendency of the emotional orientation of the potential consumer is a relaxation type emotional orientation, said displaying includes displaying the marketing campaign on a computer-driven display.

28. (previously presented) A method according to claim 22, wherein if the predominant tendency of the emotional orientation of the potential consumer is a combination of emotional orientations, said displaying includes displaying the marketing campaign on a computer-driven display.

29. (previously presented) A method according to claim 1, wherein, in determining by computer, based on the stored emotional orientation information, the potential consumer is determined to have a predominant tendency toward

the survival type emotional orientation, if the immediate emotional preconscious response of the consumer indicates that the consumer worries mostly about his or her survival, or

the growth type emotional orientation, if the immediate emotional preconscious response of the consumer indicates that the consumer constantly seeks out new ways to progress, or

the relaxation type emotional orientation, if the immediate emotional preconscious response of the consumer indicates that the consumer is averse to change.

30. (canceled)